

Online Readiness Session - Ventia, 2 July 2026

Te Waka Whakaterere Waihanga (TWWW) is a new Amotai programme aimed at connecting suppliers to buyer organisations with contract opportunities.

Ventia is a buyer partner in TWWW. While they deliver work across the country, they are specifically looking for Amotai suppliers to support them with contracts in Te Tai Tokerau..

Below are the questions asked by suppliers and answers provided by Ventia from the online supplier session on 2nd July 2026.

Questions	Ventia responses
With the FNDC contract, does it start from Hukerenui down to Kaitaia? Can you explain the geographic coverage area?	Ventia explained that the southern boundary is around Towai/Hukerenui through Matawaia and across to Waimamaku/Omapere. The northern boundary runs from Ōmāpere/Opononi up to Mangamuka and across towards Kaeo and Mataroiri Bay. Ventia also noted they operate across all of Northland, so suppliers should not feel restricted by the FNDC boundaries alone.

Could you please share the link to the Supplier Sustainability School as well?

[Supply Chain Sustainability School: Register | Supply Chain Sustainability School](#)

I understand Ventia is primarily focused on horizontal infrastructure. Within the FNDC contract, or any other contracts your team manages, are there opportunities for subcontractors to deliver structural steel or metalwork packages, such as bridges, handrails, platforms, walkways, fencing, or other steel maintenance and refurbishment works?

The contract does have Guard rails but in a small quantity and we have a registered provider in the space already.

What would you say is the biggest barrier in getting supply, especially a diverse range, but also sustainable?

Mariska identified two key challenges: (1) finding and connecting with capable diverse suppliers, even though they know many exist; and (2) capability gaps around sustainability, reporting, environmental requirements, carbon requirements, modern slavery requirements, and client expectations. Ventia's partnership with the Supply Chain Sustainability School is intended to help suppliers develop capability in these areas.

For Northland projects, how do you typically engage local project managers on the ground, and what does that relationship look like in practice?

Not really, we have 2 x construction teams in the north and have PM's already employed. When work gets tendered and workload increases, we will be open for this but going off the last 3-4 years not much has come out of local government to tender.

We have recently seen some procurement decisions on government and council projects go offshore with local / Amotai included in the RFQ as a noted priority in the decision making process. Quality, capability and safety was not a concern in the procurement process.	No, we do not have a standard weighting. We would rather partner with local SME's, work together and walk alongside one another than award based on a set weighting. We will look more favourably at local contractors that are from the area and have connections to Mana Whenua.
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In your procurement process / RFQ, do you have a standard weighting of the inclusion policy / local support in your award criteria, inline with your capability assessment, supporting your target of over 30%

Can we have a copy of the equipment checklist for Trucking and Excavators	Yes. Ventia agreed to provide the equipment checklist information. They also explained their new digital onboarding platform called QuipCheck, which includes QR-code access to training, safety requirements, critical risk protocols, safe work method statements, and equipment compliance checks.
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In your procurement process/RFQ, do you have a standard weighting for supplier diversity?

Ventia said supporting local SMEs is both a contractual requirement and a core part of its delivery model. FNDC requires at least 30% of contract value to be delivered through local SMEs, and Ventia aims to exceed that. Ventia noted it achieved approximately 39% local SME participation over the previous seven years. They acknowledged some specialised services may need to be sourced from outside the region where specific expertise or compliance requirements exist.

Will Ventia be responsible for emergency services/emergency response and/or contamination removal from managed assets in the contracted area?	Yes, Ventia will be responsible for emergency response activities relating to the road network, including assessing and responding to slips, vegetation, and material on roads. For specialist contamination removal (such as asbestos), this is generally not part of the FNDC road maintenance contract, but opportunities may arise through Ventia's construction projects where specialist subcontractors would be engaged.
How do you typically engage local Project Managers	Ventia already has an internal team of around 19 people, including project engineers, supervisors, maintenance managers, and renewals managers supporting the contract. However, they said opportunities for external project managers may arise, particularly for future construction works, cyclone recovery projects, slip repairs, or council-procured projects where additional resources are needed.
Who do we contact regarding Northland opportunities?	Jaco (Yaku) Cronje is the key contact for Northland opportunities. Amotai will also help facilitate introductions and referrals.
Are there opportunities for bridge construction, steel fixing, and related civil construction services? (raised by Heneli/Pasifiki Engineering and addressed in discussion)	Ventia confirmed they undertake broader construction work beyond maintenance, including bridges, road realignments, and major infrastructure projects. Suppliers with these capabilities were encouraged to submit expressions of interest and capability statements through the process outlined.

What specific weighting or scoring percentage is applied to local procurement and inclusion outcomes within RFQ evaluations?

Ventia discussed its commitment to local procurement, contractual SME targets, and preference for local suppliers, but did not provide a specific scoring methodology, weighting percentage, or evaluation matrix used in RFQs.
